



CITY OF SANTA BARBARA

COUNCIL AGENDA REPORT

AGENDA DATE: October 23, 2007
TO: Mayor and Councilmembers
FROM: Airport Operations, Airport Department
SUBJECT: Airport Security System Maintenance Contract

RECOMMENDATION:

That Council find it in the City's best interest to waive the formal bid process as provided by Municipal Code Section 4.52.080(k) and authorize the General Services Manager to award a sole source contract to Johnson Controls, Inc., as the sole source and most favorable source for providing the City with maintenance services for the Airport's access control system in the amount of \$76,770.

DISCUSSION:

Background

In 2004, through a competitive process, Taft electric was awarded a contract to construct the upgrade to the Airport's security system. Johnson Controls, Inc. was the main subcontractor and vendor for all the components of the Airport's security system project.

The new system included the software and hardware for access control, airport identification badging, and closed circuit television systems. The Airport's access control system and its badging system operate under Johnson Controls' Cardkey PEGASYS 2000 (P2000) computer software. This is proprietary software that only Johnson Controls is authorized to service. The warranty period has now expired.

Proposed Maintenance Agreement

In order to provide ongoing maintenance to the security system, the Airport Department is seeking a vendor to provide maintenance service and expertise for parts and labor for all components of the access control system, airport identification badging system and the closed circuit television system; 24-hour technical phone support; and immediate response to emergency calls.

REVIEWED BY: _____ Finance _____ Attorney _____ Name of Additional Department(s) That Need to Review CAR

Agenda Item No. _____

There are firms that have the ability to maintain the hardware components such as magnets, card readers, and cameras; however because the software and the hardware components are integrated, a single maintenance vendor makes maintenance and repair more efficient, more secure, and minimizes the likelihood of critical system components being out of service causing federal compliance issues.

Sole Source Selection

Due to the proprietary nature of the security system software, Johnson Controls is the only firm that can provide software upgrades and/or troubleshooting. Other firms exist that have the ability to work on certain hardware; however only Johnson Controls can provide maintenance and update services for both the hardware and software. Because of this expertise, combination of skills, and ability to service proprietary software, it appears to be in the best interest of the City to contract with Johnson Controls, Inc. to provide complete security system maintenance services.

Airport staff and Johnson Controls have negotiated the annual cost and scope of work for the proposed maintenance agreement. As a rule of thumb, equipment maintenance contracts equal about 12% -15% of the equipment cost. The negotiated cost for the proposed maintenance contract is 12% of the security system cost.

Therefore, staff recommends that Council authorize a sole source award of contract with Johnson Controls, Inc. based on the following:

Johnson Controls, Inc.:

1. Is the sole provider and authorized service provider for the proprietary software that operates the Airport's security access program;
2. Is the only firm able to service and maintain the integrated software and hardware of the system;
3. Was selected through a competitive process to provide and install the software and hardware components of the Airport's security system.

BUDGET/FINANCIAL INFORMATION:

Funds are available in the Airport's operating budget.

PREPARED BY: Tracy C. Lincoln, Airport Operations Manager

SUBMITTED BY: Karen Ramsdell, Airport Director

APPROVED BY: City Administrator's Office